

THE TRANSPORTATION LINK



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Office of Small and
Disadvantaged
Business Utilization
(OSDBU)

Last month, the Bush administration submitted its budget for Fiscal Year (FY) 2004. In this issue of *The Transportation Link*, we focus on the proposed budget so that you can see DOT's priorities for the coming year.

Also, in this issue, we celebrate Women's History Month with three articles. First, we recognize the efforts of the Women's History Project to create a national observance of women's contributions throughout history. Second, we recognize those women-owned firms that in the last year received awards from DOT for outstanding service. Third, we highlight one of those awardees: Advanced Management Technology, Inc., whose President and Chief Executive Officer is Anita M. Talwar.

We would like to note that this issue marks a change in the development of *The Transportation Link*. For the past six years, Base Technologies, Inc. has supported OSDBU – including the preparation and production of this newsletter.

Last month, HeiTech Services, Inc. assumed this mantle, and was responsible for developing the current issue. Appropriately for an issue that highlights Women's History Month, HeiTech is a woman-owned business.

2004 DOT Budget – More Funding for a Safer, Simpler, and Smarter National Transportation System

On February 3, 2003, President Bush submitted to Congress the administration's proposed budget for Fiscal Year (FY) 2004. The Department of Transportation (DOT) budget request is for \$54.3 billion in mandatory and discretionary funding. This represents an overall increase of \$2.9 billion or 6% over the President's request for FY 2003.

Five Key Performance Goals

According to Secretary of Transportation, Norman Y. Mineta, "our top priorities at DOT are to keep the traveling public safe and secure, increase their mobility, and have our transportation system contribute to the nation's economic growth." This has been translated into five key performance goals, which have been integrated into the proposed FY 2004 budget.

Improve safety – Secretary Mineta says that transportation safety is "my top priority." The FY 2004 budget proposes \$14.4 billion for safety programs to continue progress in reducing transportation-related fatalities and injuries. This includes funding increases for the Federal Motor Carrier Safety Administration and the National Highway Traffic Safety Administration. In addition, the Federal Aviation Administration, Federal Railroad Administration, and the Federal Highway Administration will increase their focus on safety goals.

Increase mobility in support of the nation's economy – The FY 2004 budget requests \$35.7 billion to improve transportation mobility and economic growth. Over the past 20 years, congestion has increased for all modes of transportation. To address this problem, and enhance infrastructure conditions, DOT is focusing on smart technology and system improvements. Initiatives include expanding "intelligent" highway system technology and modernization of the airspace control system.

Protect the human and natural environment – The FY 2004 budget proposes \$3.5 billion for environmental initiatives to reduce transportation emissions of ozone, carbon monoxide, and particulate matter into the atmosphere. These environmental initiatives include sponsoring research in innovative technologies such as fuel cells and alternative fuels. In addition, there is proposed funding to continue the Congestion Mitigation and Air Quality program, which funds projects that will reduce emissions.

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2004 DOT Budget continued from page 1

Support homeland and national security – A total of \$632.2 million is proposed for DOT's homeland and national security activities, including \$365 million for the Federal Aviation Administration to better manage and secure the national airspace. In addition, the budget includes \$98.7 million for the Maritime Security Program and \$40 million for transit system security.

Achieve organizational excellence – As part of the President's Management Agenda, DOT is focusing on long-term management of its workforce, and fostering a citizen-centered, results-based, market-oriented government. The FY 2004 budget proposes \$284.5 million to promote such organizational excellence. OSDBU is proud to note that DOT's FY 2004 Performance Plan specifies that one of the measures for reaching the goal of organizational excellence is for DOT to increase its outreach to further procurement opportunities for small disadvantaged and woman-owned businesses.

Laying the Foundation

Another major emphasis of the FY 2004 budget is to provide the financial foundation for two key pieces of legislation. Current laws authorizing both surface and air transportation financial assistance programs will expire at the end of 2003. In anticipation of the reauthorization of these statutes, the FY 2004 budget proposes increased funding flexibility, innovative financing tools, efficient environmental review processes, and expansion of the capacity and efficiency of freight transportation. In addition, the proposal includes an emphasis on consolidating and expanding federal transportation safety programs.

As summed up by the Secretary Mineta: "This budget request and these guiding principles provide the foundation for a new reauthorization cycle in both surface and aviation programs that will guide the course for these important programs for the next several years."

The FY 2004 DOT budget does not include proposals for the U.S. Coast Guard and the Transportation Security Administration since both of these operating administrations will be moved to the new Department of Homeland Security in March. In introducing the budget, Secretary Mineta stated that the goals of "a safer, simpler, and smarter transportation system . . . will form the blueprint for our efforts at DOT over the coming year."

Please consult the OSDBU web site, where we have provided tables and charts with the FY 2004 DOT budget broken down by performance goals and operating administrations. More information on the FY 2004 DOT budget can be found at: www.dot.gov/affairs/dot01103.htm; www.dot.gov/bib2004/bibindex.html; and www.whitehouse.gov/news/usbudget/budget-fy2004/.

Women's History Month

The origin of Women's History Month is International Women's Day, which is celebrated annually by the United Nations on March 8. In 1978, the Sonoma County (California) Commission on the Status of Women declared a Women's History Week around March 8, encouraging area schools and libraries to create curricula to highlight the contribution of women throughout history. Two years later, the Women's History Institute at Sarah Lawrence College secured congressional recognition of Women's History Week. In 1992, President Bush signed a Presidential Proclamation marking March as Women's History Month. This year, events and activities for Women's History Month are geared toward the theme of "Women Pioneering the Future." For more information, visit the National Women's History Project at: www.nwhp.org.

Women-Owned Firms That Won 2002 DOT Awards

On October 28, 2002, the Department of Transportation (DOT) held its Minority Enterprise Development (MED) Week 2002 Awards Ceremony to recognize members of the small and disadvantaged business community who have made significant contributions to the transportation industry and our nation's economy. In addition to Anita M. Talwar, President and CEO of Advanced Management Technology, Inc. (whose accomplishments are highlighted elsewhere in this issue), the following women were recognized for their achievements in running firms that supported DOT operating administrations.

U.S. Coast Guard

C.S. Veasy & W.L. Miller, owners of Giga, Inc. – Giga provides products and services to the U.S. military and public safety agencies. Overall efficiency and great customer service helped this small company achieve recognition.

Tanya Walker, President and CEO of TW & Company, Inc. – When TW & Company began in 1998, it had two employees with gross revenues of \$60,000. By 2002, it had grown to 270 employees with gross revenues of \$4.8 million.

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*Women Owned Award Winners continued from page 2***Federal Highway Administration**

Beverly A Lousignont, Owner of Certified Personnel Service Agency, Inc. – In 10 years, Certified Personnel Service has grown to more than 650 employees with the flexibility to fulfill a variety of service needs.

Office of the Secretary

Ava Savadow, President of SAG Corporation – The company has a distinguished history providing economic analysis and software development to both public and private organizations.

Transportation Administration Service Center

Karla Lynn Williams, President of Focus AMC, Inc. – Growing from a one-person firm, FOCUS AMC has developed a contract base in both the public and private sector that employs nearly 200 people and generates approximately \$5 million annual revenue.

Research and Special Programs Administration

Carol D. Allin, President of Supplies Express, Inc. – Supplies Express, Inc. provides a wide range of office design and installation services with exceptional response time and customer service.

Federal Aviation Administration

Brenda Boone, President of Human Solutions, Inc. – Ms. Boone serves as Human Factors coordinator of the Free Flight Program Office, streamlining operations by introducing facility level implementation teams. The Human Factors Review Board she established and chaired provided a forum for early identification, evaluation, and resolution of human factors issues and risks

Elizabeth Lyall, President of Research Integrations, Inc. – Ms. Lyall's operational orientation and experience, along with the diverse human performance expertise of the team members, makes Research Integrations one of the leading human performance research companies addressing aviation issues in the United States.

Maritime Administration

Angela Mason, President of ITS Services, Inc. – ITS provided helpdesk and customer support, and facilitated seamless transition for automated systems. The company was named one of the "Fast 50" growing companies by *Washington Business Magazine*.

Federal Transit Administration

Kija Kim, President and CEO of Harvard Design and Mapping, Inc. – HDM's Fare Review software and Fare Collection Resource Guide Website provides mass transit officials with the tools they need to internally evaluate their fare revenue control measures. HDM has a long history of working with DOT and is active in pursuing opportunities to assist companies and government agencies worldwide.

Transportation Security Administration

Martha Beltran, President and CEO of Alltech International – Alltech's adaptability and flexibility were key to winning this award. Ms. Beltran believes "[t]he quality of the people determines the success of an organization."

OSDBU joins all Americans in mourning the loss of the space shuttle Columbia and extends our deepest sympathies to the families and friends of the crew.



Help in Preparing for National Guard and Reserve Call-Ups

The current international climate is requiring that more National Guard and Reserve units be called to active duty – with more expected in the near future. Many of these reservists are small business owners or essential employees at small businesses with DOT contracts. Though proud to serve their country, many of these businesspersons are worried about how to keep their businesses going and continue to serve their clients when a key player is suddenly absent.

The Small Business Administration (SBA) has created a new web site to help small businesses plan for this contingency:

www.sba.gov/reservists.

Some of the resources provided by the web site include information on obtaining a reduction in interest rates or deferral of repayment on SBA direct or guaranteed loans. There is also information on how small businesses affected by the call-up can apply for Military Reservist Economic Injury Disaster Loans. Most important, the new web site tells small businesses where they can find the nearest Veterans Business Development Officers so they can receive individual advice on overcoming any potential problems.

"A call to duty for a key employee can be disruptive for a small business that is not prepared," says SBA Administrator Hector Barreto. "It is essential that we at the SBA provide small business owners and employees involved in defending our country with the information they need to prepare for time away from the workplace."

AMTI: Seizing the Opportunity to Put the Client First

When Anita M. Talwar emigrated from India to the United States, she dreamed of one day establishing her own business. Starting out in the job market as a junior consultant, Ms. Talwar steadily progressed to Director of Accounting and Contracts. Using that contracting knowledge and expertise, Ms. Talwar established Advanced Management Technology, Inc. (AMTI) in 1987 to provide management and technical support services to both Federal and commercial markets.

AMTI's first major contract was with the Federal Aviation Administration (FAA) in 1992. "Once FAA gave AMTI the opportunity," says Ms. Talwar, "our performance spoke for itself and AMTI flourished." In the intervening years, AMTI has supported virtually every DOT operating administration. It has also branched out to provide services to a number of other government agencies, including the National Aeronautics and Space Administration, the Department of Treasury, and the U.S. Army, Navy, and Air Force.

Headquartered in Arlington, Virginia, AMTI has grown to 380 employees in 11 offices across the United States. Annual revenues have grown too, almost doubling from \$52 million in 2000 to \$94 million in 2002. Core competencies include: information systems management, Internet/intranet development, multimedia product design and distribution, system engineering, and aviation services.

Last September, AMTI was identified as the number two woman-owned business in the Washington, DC area by the *Washington Business Journal Book of Lists*. A month later, AMTI received one of DOT's 2002 Disadvantaged Business Entrepreneur Awards, which was presented by Secretary Mineta. Appropriately, AMTI received this award for its service to FAA – the operating administration that "gave AMTI the opportunity" by awarding the firm its first government contract.

"Our corporate culture is built on the mission to always make our client look good," says Ms. Talwar. "That translates into putting the client first in every circumstance. . . . We consider our client's goals to be our goals."

For more information on AMTI, you can contact them by phone at (703) 841-AMTI, or view their web site at www.amti.com.

Reminder to Provide Your Input on the Future of TEA-21

The Transportation Equity Act for the 21st Century (TEA-21) expires on September 30, 2003. Because of the importance of developing a strong successor statute to TEA-21, DOT posted a web site last year providing information on its current congressional status and seeking your comments on its reauthorization.

Provide your comments on TEA-21 reauthorization at: www.fhwa.dot.gov/reauthorization/

Women-Owned Business Web Resources

Federal Government Sites

Contract Assistance for Women Business Owners web site at:
www.sba.gov/GC/indexprograms-cawbo.html

Defense Department Women Owned Small Business web site at:
www.acq.osd.mil/sadbu/wosb/

Department of Labor's Women's Bureau web site at:
www.dol.gov/wb/welcome.html

National Women's Business Council web site at: www.nwbc.gov

SBA Office of Women Business Ownership web site at:
www.sba.gov/womeninbusiness/

SBA Online Women's Business Center web site at: www.onlinewbc.gov/

Commercial and Nonprofit Sites

Alliance of Business Women International web site at: www.abwi.org

Business and Professional Women/USA web site at: www.bpwusa.org/

Business Women's Network web site at: www.bwni.com/

Center for Women's Business Research web site at:
www.womensbusinessresearch.org/

Government Contracting Information for Women-Owned Businesses web site at: www.womanowned.com/growth/newmarkets/introgovernment.htm

National Association of Women Business Owners web site at:
www.nawbo.org

National Education Center for Women in Business web site at:
www.e-magnify.com/

National Women Business Owners Corporation web site at:
www.nwboc.org/

Women's Business Enterprise National Council web site at:
www.wbenc.org

Women Entrepreneurship in the 21st Century web site at:
www.women-21.com/index2.asp

Women President's Organization web site at:
www.womenpresidentsorg.com/

For more information on OSDDBU's women-owned business initiatives, contact Nancy Strine at 800-532-1169, x5343.

Success Based on Honesty, Integrity, and Frugality

[Editor's Note: To thank Base Technologies, Inc. for its six and a half years of supporting the Office of Small and Disadvantaged Business Utilization (including the monthly publication of this newsletter), we are featuring the company in this month's issue.]

Base Technologies, Inc. (BTI), headquartered in McLean, Virginia, is an information technology firm that leverages technology to produce innovative solutions for its customers. Founded by Robert Nakamoto in 1987, BTI has grown steadily and is today a firm of 240 employees with \$25 million in annual revenues.

Mr. Nakamoto grew up in California, and was one of thousands of Japanese-Americans interned in camps during World War II. Living in such primitive conditions, he learned how to be frugal, to fulfill obligations, and to be honest. These are the same values on which he founded BTI.

Within the Department of Transportation, BTI currently has contracts with the Federal Aviation Administration and the Research and Special Programs Administration. Other Federal clients include the Department of Defense, National Institutes of Health, Small Business Administration, Department of Labor, Veteran's Administration, Department of Commerce, General Services Administration, and the U.S. Treasury.

For more information visit:
www.basetech.com



13th Annual OSDBU Procurement Conference in April

The 13th Annual OSDBU Procurement Conference will be held on Wednesday, April 23, 2003, at the Show Place Arena, in Upper Marlboro, Maryland. This conference is sponsored by the Federal government Offices of Small and Disadvantaged Business Utilization, and provides networking opportunities by bringing small businesses together with large corporations and government agencies. According to *Set-Aside Alert*, "this conference is becoming a must attend . . ." Be sure to stop by one of the Department of Transportation's booths and pick up information about how DOT's OSDBU can help you grow your business.

For more information, and to register for the 13th Annual OSDBU Procurement Conference, go to <http://www.treas.gov/offices/management/dcfo/osdbu/outreach/conference>. Information is also available by calling Bob Jeffers at 800-878-2940 or 301-206-2940, #226; or e-mailing him at bj1@fbcdb.com

UPCOMING CALENDAR OF EVENTS FOR March/April 2003

DATE	EVENT	CONTACT
March 17	GSA Small Business Conference "Entrepreneurial Empowerment Through Education." The Sheraton Phoenix East Hotel & Convention Center, Mesa, AZ	Millennium Services 2000 +, Inc. 301-495-6377 www.ms2kplus.com/events.html
March 18	Alliance Mid-Atlantic Opportunities for Small Business Philadelphia, PA	General Services Administration www.allianceforbiz.com 509-838-8755
March 19	Women's Business Enterprise National Council Annual Salute to Women's Business Enterprises The Enterprising Economy National Building Museum, Washington, D.C.	Women's Business Enterprise 202-872-5515, #15 www.wbenc.org/news/salute_new.asp
March 21-22	Atlantic Regional Conference of the National Association of Women Business Owners Philadelphia, PA.	National Association of Women Business Owners 215-628-3875 www.nawbophila.org/regional.html
March 26-28	California-Mexico Summit of Women in Business Hyatt Regency, Irvine CA	Rancho Santiago Community College District 714 564-5414 perez_enrique@rscdd.org www.rscdd.org/summit/
April 23	13th Annual OSDBU Procurement Conference Upper Marlboro, MD	Bob Jeffers 800-878-2940 X226 bj1@fbcdb.com www.treas.gov/sba/osdbu

<http://osdbuweb.dot.gov>

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